

COTTON CHATS

DRAPER CORPORATION
HOPEDALE, MASSACHUSETTS



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TRADE-MARK REG. U.S. PAT. OFF.
AND IN CANADA

DRAPER CORPORATION HOPEDALE MASS.

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DO YOU THINK IN CENTS AND LOSE IN DOLLARS?

A penny saved is a penny earned.

An excellent precept for your youthful son and heir.

Penny wise and pound foolish.

A better precept as he approaches maturity—likely to make him think when he faces the problem of solving life's values and winning material prosperity.

Are you, Mr. Textile Manufacturer, thinking about pennies saved while out-grown economic and industrial methods are losing dollars for you in ultimate results?

You believe in modern methods. You have followed them in a large way if you have been successful.

Is not there a chance, however, that in some part of your business old ideas of the penny wise plan have hung on?

Take the matter of making repairs on machinery. Careful investigation, carried on over a series of years by men competent to get at the truth and intent upon getting it no matter what the conclusion might be, demonstrates that a majority are still thinking in cents and losing in dollars by the methods followed.

COUNTING HIS SAVINGS IN PENNIES

We have in mind a manufacturer with 2000 Draper looms in a modern mill. He believed in modern methods; he followed them in his business. He was a success.

He had an up-to-date machine shop and made in this shop most of the repair parts for his various machines.

Our service man told him he would save money if he bought his loom repair parts from the builders of the loom.

"Oh, no," he replied, "my cost man has been into this matter carefully. Take this casting. Your charge is 15 cents. The rough casting costs us nine cents. For this one you charge 38 cents. It cost us 29 cents. It costs us nothing to finish these castings. We must have a certain number of machinists for emergencies. They do the work in time that would otherwise be wasted.

"Last year, according to our records, supplies and repairs on our looms, including castings, shuttles, wood and leather parts and temple repairs, cost us \$3.50 per loom. Shuttles and some of the more difficult parts to make were bought from you. Had we bought everything from you, it would have cost us about \$4.20 per loom. Why should we pay that difference of 70 cents?"

LOSING TWENTY THOUSAND DOLLARS

"You are not saving that 70 cents per loom," said our service man. "If you were using accurately made castings that would preserve and not gradually destroy the fine adjustment of working parts on your automatic looms, the number of parts broken would not have been as great.

"But while you are thinking about that 70 cents, you are losing thousands of dollars by the use of those castings—probably not less than Twenty Thousand Dollars a year on your two thousand looms."

"Twenty Thousand Dollars! Ten Dollars per loom! Impossible! My repairs only cost \$3.50 per loom. How can you figure it out that I am losing \$10.00 per loom?"

“Easily enough, and right in your own mill. While your cost man is watching those penny ‘savings’ on castings, you are suffering dollar losses in production that run into a staggering total.

“You can’t make any more money than your Weave Room produces. Increase production with the same help and overhead and your profits increase. Decrease the production and you lose just that much.

“Last year your looms earned so much a day, so much an hour. If it takes two hours to fit a local casting to a loom when a Draper part can be put on and the loom started up again in 15 minutes, the local casting costs you the profit the loom might have earned.

“You get regular reports on time lost waiting for warps. Do you know about time lost in making repairs? Let your cost man and our man together study in your weave room the cost of local repairs.”

The investigation was made. The farther it went, the greater the losses proved. Sometimes they were more than the entire cost of the Draper part; often from three to ten times that cost.

On this basis alone—lost earning power of the looms—nearly the whole of the Twenty Thousand Dollar loss was established to the satisfaction of that mill owner.

The rest of it, and a few thousand a year more, was found due to the inefficiency of keeping repair parts under machine shop distribution instead of in a well-equipped supply room now maintained by mills that buy their machine repairs.

When the investigation was extended to his machine shop, additional annual losses of about half this total were found that were due entirely to the use of local castings.

SOME POSITIVE GAINS

When the mill abandoned substitute castings in favor of Draper-made parts for Draper looms, many weaving

troubles were eliminated. Weavers made better pay and were more contented. Loomfixers were pleased.

Weavers could run more looms. Loomfixers could tend more.

One mill, preliminary to doubling the number of looms per weaver, engaged Draper men to go over its looms and replace all substitute castings with Draper parts. The experiment was an entire success.

Looms last longer and retain their high efficiency with Draper repairs.

Ten years of substitute castings make an automatic loom a rather poor second-hand machine. With exclusive Draper repairs and reasonably good fixers, Northrop looms will be just as good as new at the end of ten or twenty years.

When you make your own repairs, you get only a duplicate of what you have. When you buy from us, you get the benefit of constant improvements made in design, finish or material. Your looms improve from year to year.

Ten dollars per loom per year does not measure the loss from using local castings on Northrop looms. You can't afford to use them if they cost you nothing delivered at the weave room door.

Don't watch the pennies "saved" in first cost of poor repair parts and miss dollars and thousands of dollars proper repair parts would earn.

Don't think in cents and lose profits in dollars.



